

FIG. 3

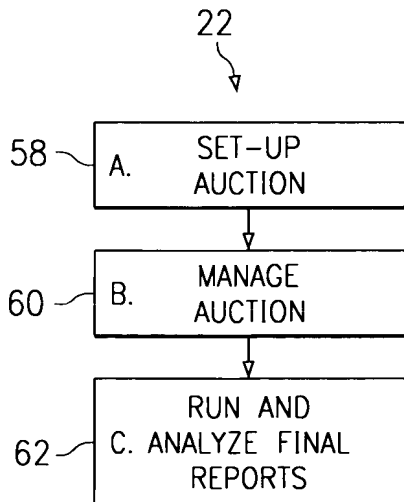


FIG. 4

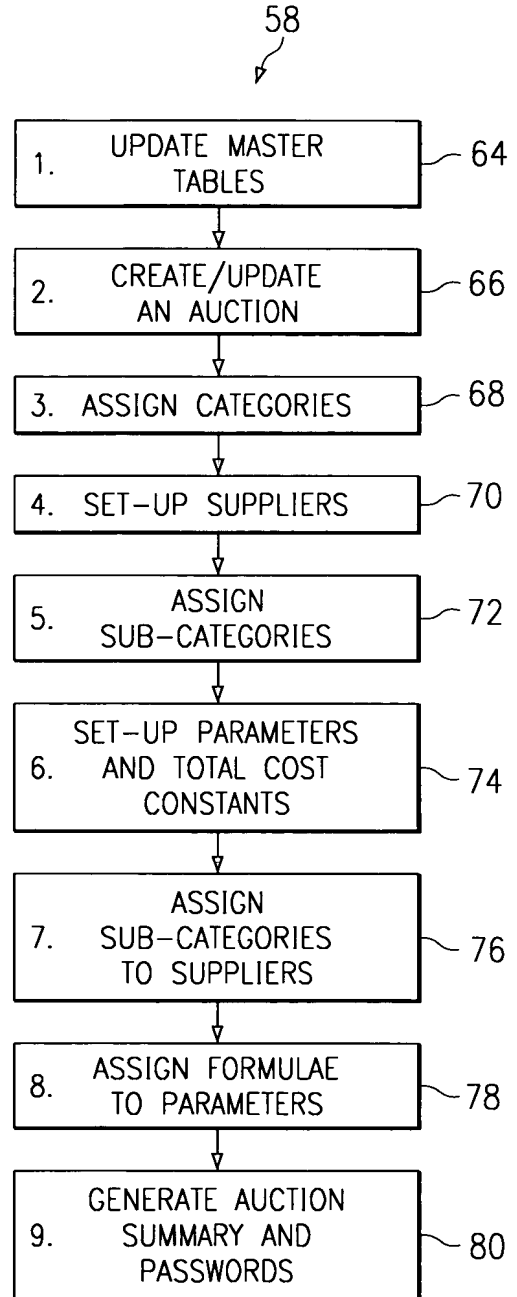


FIG. 5

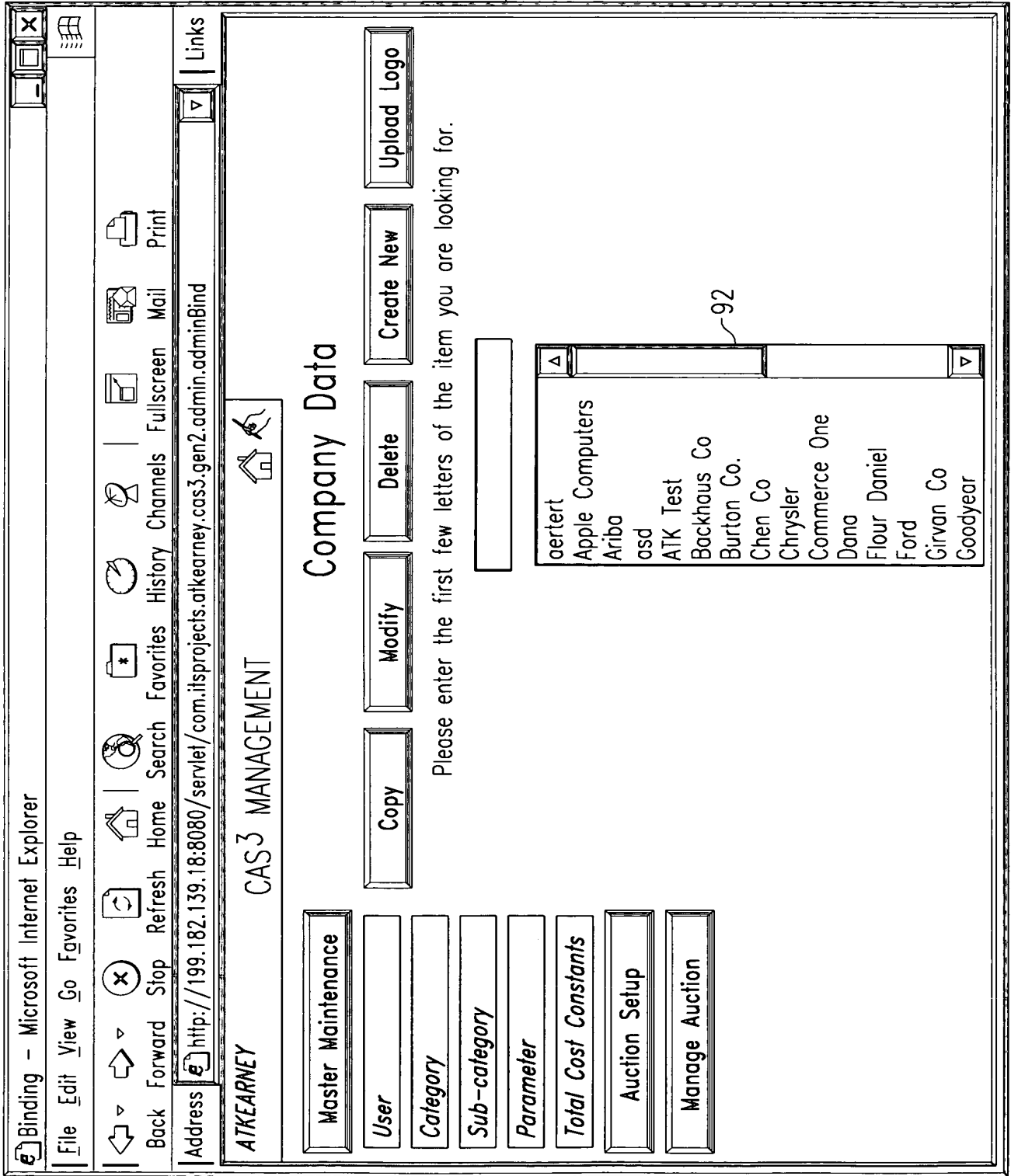


FIG. 6

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

User

Category

Sub-category

Parameter

Total Cost Constants

Auction Setup

Manage Auction

Company Name*

Contact Name*

Is Admin

Admin Password

Street Address 1*

Street Address 2

Zip*

Phone*

Contact Cell Number

Time Zone

User Defined 1

User Defined 3

Minority Owned

Login Name*

Email*

Confirm Password

City*

State

Country*

Fax*

Duns Number

Language*

User Defined 2

Women Owned

Create New

*indicates mandatory fields

94

FIG. 7

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

User

Category

Sub-category

Parameter

Total Cost Constants

Auction Setup

Manage Auction

Category Master

Name*

Description

Create New

*indicates mandatory fields

96

FIG. 8

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

User

Category

Sub-category

Parameter

Total Cost Constants

Auction Setup

Manage Auction

Subcategory Master

Name*

Description

Select Categories

160/40 RV
200/20
I-Purchasing Content
I-Purchasing License Fees
I-Purchasing SI

Selected Categories

>>
<<

Create New

*indicates mandatory fields

98

FIG. 9

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

User

Category

Sub-category

Parameter

Total Cost Constants

Auction Setup

Manage Auction

Parameter Master

Name*

Unit

Create New

*indicates mandatory fields

100

FIG. 10

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind

Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

User

Category

Sub-category

Parameter

Total Cost Constants

Auction Setup

Manage Auction

Constants Master (for Total Cost)

Name*

Unit

Select Parameters

[-Purch Lic Annual

Interest Rate

Price

SI fixed bid

Test Parameter

>>

<<

Selected Parameters

Create New

*indicates mandatory fields

102

FIG. 11

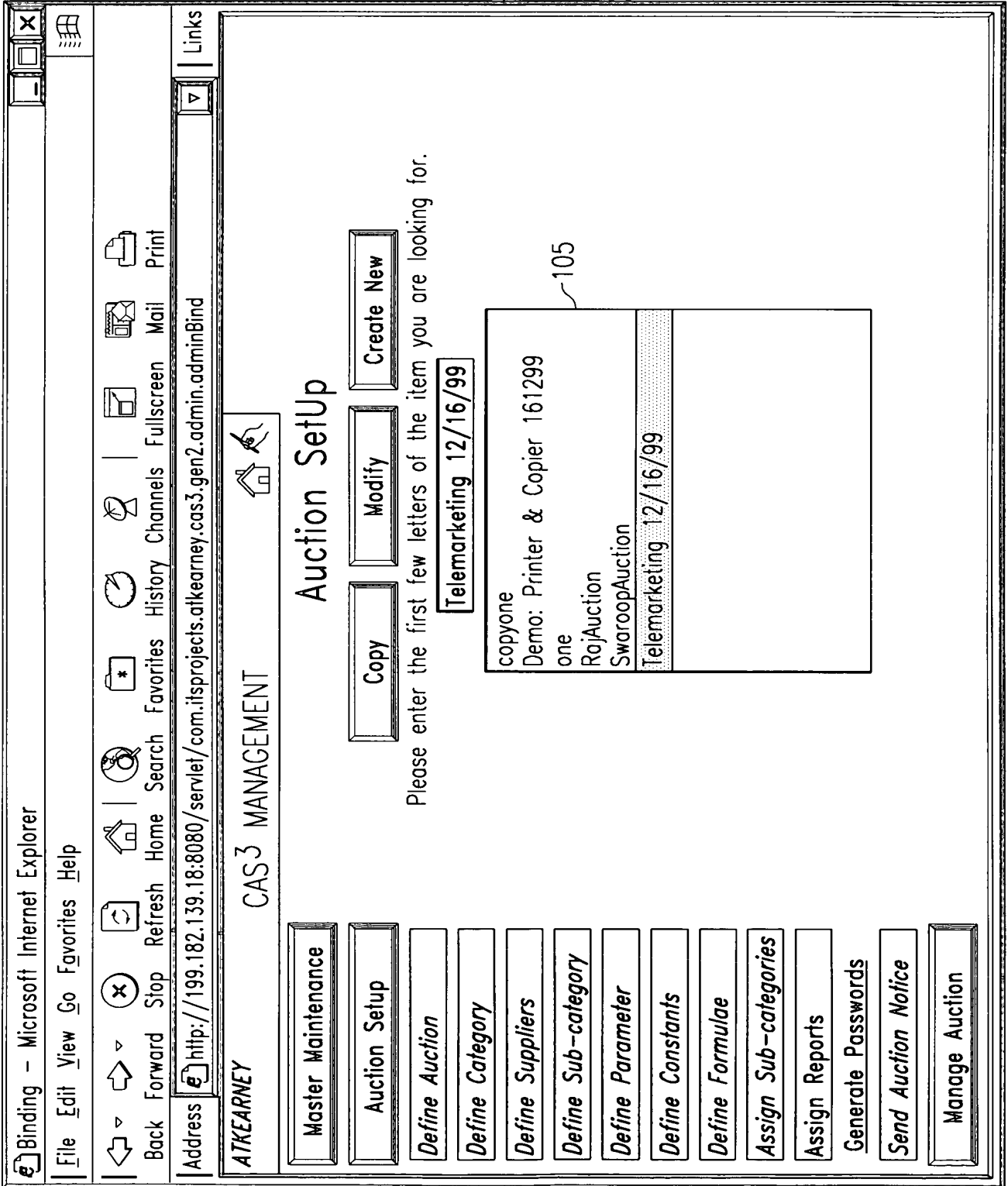


FIG. 12A

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Auction Name

Auction Description

Buyer

RFP#

Auctioneer email

Currency

Time Zone

Start Date/Time

End Date/Time

Auction Strategy configuration:

Definition of new bid (in minutes)

Duration of Extension (in minutes)

Maximum number of extensions

Maximum % difference from previous bid

Minimum % difference from previous bid

Supplier idle time (for messages) in minutes

certert or **Create new buyer**

Toll Free Number

Re-enter Auctioneer email

Auction URL

(GMT) Greenwich Mean Time

12/16/1999

12/16/1999

09:00

17:00

10

5

12

25.0

1.0

30

FIG. 12B

106

Binding - Microsoft Internet Explorer
 File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

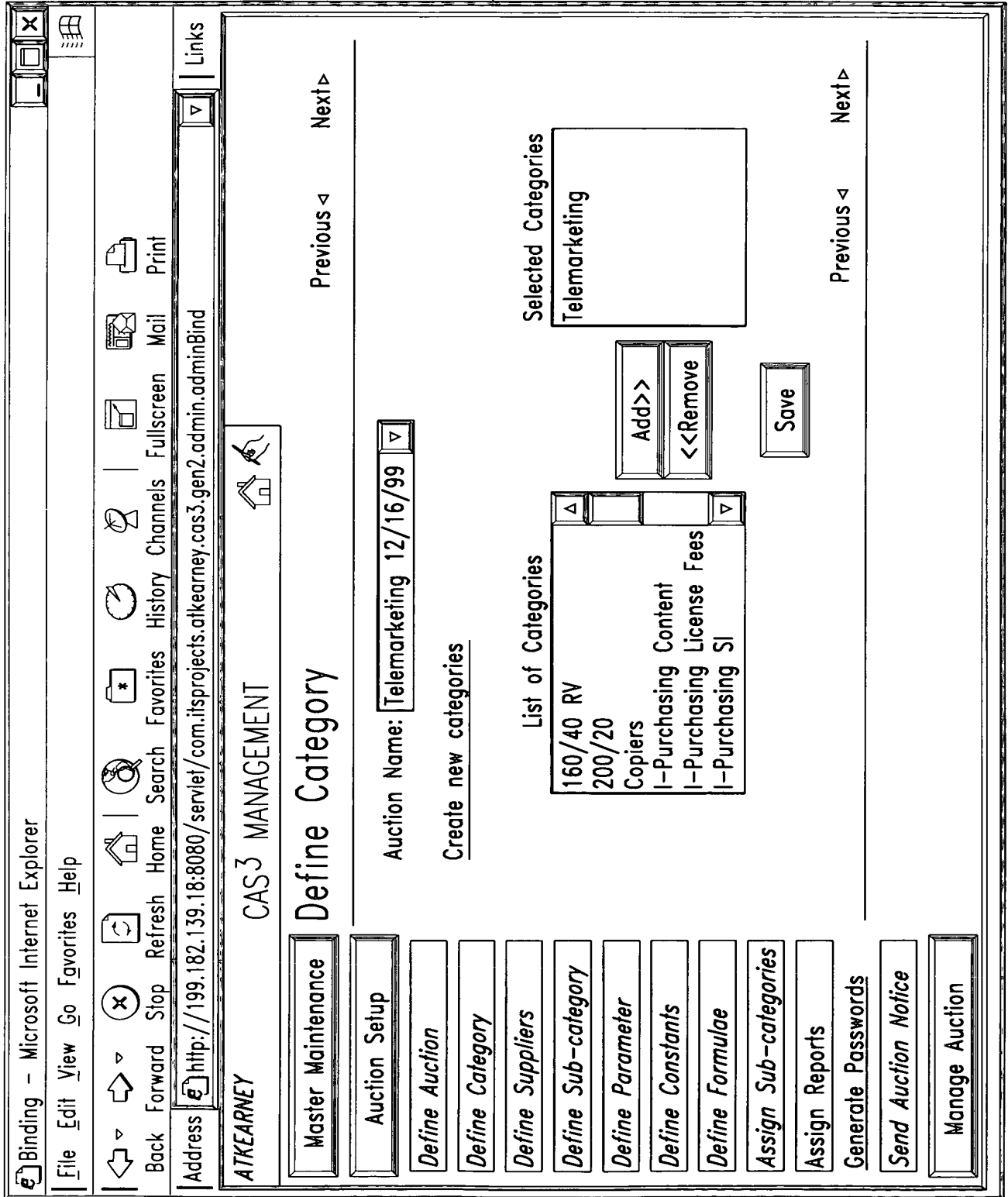
Master Maintenance Auctioneer email Re-enter Auctioneer email
 Currency Auction URL
 Auction Strategy configuration:
 Time Zone (GMT) Greenwich Mean Time
 Start Date/Time 12/16/1999 09:00
 End Date/Time 12/16/1999 17:00
 Definition of new bid (in minutes) 10
 Duration of Extension (in minutes) 5
 Maximum number of extensions 12
 Maximum % difference from previous bid 25.0
 Minimum % difference from previous bid 1.0
 Supplier idle time (for messages) in minutes 30
 Price % difference from best to trigger message 1.0
 Percent better than best bid to suggest 1.0

Create New

Next

106

FIG. 12C



108

FIG. 13

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Links

ATKEARNEY CAS3 MANAGEMENT

Define Supplier

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Previous <

Next >

Auction Name: Telemarketing 12/16/99

Create new Suppliers

List of Suppliers

aerlet
Apple Computers
Ariba
asd
ATK Test
Backhaus Co

Add>>

<<Remove

Save

Selected Suppliers

Girvan Co
King Co

Previous <

Next >

110

FIG. 14

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind

Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Define Sub-Category

Previous <

Next >

Auction Name: Telemarketing 12/16/99

Category: Telemarketing

Create new Sub-category

Save

Previous <

Next >

Select	Sub-Categories	Quantity
<input checked="" type="checkbox"/>	Inbound sales	150000
<input checked="" type="checkbox"/>	Outbound sales	200000

112

FIG. 15

Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Define Parameter

Auction Name: Previous < Next >

Category: Sub Category:

Select the parameters to be used for the auction or Add new parameters

Select	Parameter	Unit Label	Baseline	Increasing Bids?
<input type="checkbox"/>	Price	\$/Hr	23.5	<input type="checkbox"/>
<input type="checkbox"/>	I-Purch Lic Annual			<input type="checkbox"/>
<input type="checkbox"/>	Interest Rate			<input type="checkbox"/>
<input type="checkbox"/>	SI fixed bid			<input type="checkbox"/>
<input type="checkbox"/>	Test Parameter			<input type="checkbox"/>
<input type="checkbox"/>	Toner Cost			<input type="checkbox"/>
<input type="checkbox"/>	Toner Cost Per Page			<input type="checkbox"/>
<input type="checkbox"/>	Toner cost/pg			<input type="checkbox"/>
<input checked="" type="checkbox"/>	Training	\$/Hr	14.5	<input type="checkbox"/>
<input type="checkbox"/>	Transportation Cost			<input type="checkbox"/>

Master Maintenance
Auction Setup
Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction

114

FIG. 16A

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind>

Links

ATKEARNEY

CAS3 MANAGEMENT

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

☐

 Treadlife

☐

 Interest Rate

☐

 Mant. Cost Per Page

☐

 Operating Cost Per Page

☐

 SI fixed bid

☐

 Sorter

☐

 Test Parameter

☐

 Toner Cost

☐

 Toner Cost Per Page

☐

 Toner cost/pg

☒

 Training

☐

 Transportation Cost

☐

 Treadlife

☒

 Vol. Disc. @ \$10M

☒

 Vol. Disc. @ \$5M

☐

 Warranty Cost

\$/Hr

%

%

☐

☐

☐

☐

☐

☐

☐

☐

☐

☐

☐

☒

☒

☐

14.5

.0

.0

Save

Previous <

Next >

114

FIG. 16B

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance Define Constants Previous < Next >

Auction Setup Auction Name: >

Define Auction Category: >

Define Category Sub Category: >

Define Suppliers Parameters: >

Define Sub-category Select the constants to be used in the formulas of the parameters or Add new constants

Select	Constants for Total Cost	Value
<input type="checkbox"/>	Total hours-inbound	
<input checked="" type="checkbox"/>	Total hours-outbound	200000.0
<input checked="" type="checkbox"/>	Training hours-outbound	5000.0
<input type="checkbox"/>	Training hours-inbound	

Save

Send Auction Notice

Manage Auction Previous < Next >

116

FIG. 17

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind

Links

ATKEARNEY

CAS3 MANAGEMENT

Assign Sub-categories

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Auction Name: Telemarketing 12/16/99

Category: Telemarketing Supplier: King Co

Select

Sub-categories

Incumbent

Parameters

RFP Bid

☒

Inbound sales

☐

Price

22.5

☐

Training

15.0

☐

Vol. Disc. @ \$5M

.05

☐

Vol. Disc. @ \$10M

.1

☐

Switching Cost

5000.0

☒

Outbound sales

☐

Price

22.5

☐

Training

15.0

☐

Vol. Disc. @ \$5M

.05

☐

Vol. Disc. @ \$10M

.1

☐

Switching Cost

5000.0

Previous <

Next >

118

FIG. 18

Binding - Microsoft Internet Explorer
 File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance Auction Setup Define Auction Define Category Define Suppliers Define Sub-category Define Parameter Define Constants Define Formulae Assign Sub-categories Assign Reports Generate Passwords Send Auction Notice Manage Auction

Define Formulae

Previous < Next >

Auction Name:

Category:

Sub Category:

Parameters:

Parameters Operators Constants For Total Cost

None Selected

Verify formula here:

Save Clear Copy Formula Paste Formula Backspace

Parameter	Formula
Price	
Training	Training*Training hours-outbound/Total hours-outbound
Vol. Disc. @ \$10M	(-Vol. Disc. @ \$10M*Price)

120

FIG. 19A

Binding - Microsoft Internet Explorer
 File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/serlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Define Formulae

Auction Name: Telemarketing 3-12/16/99

Category: Telemarketing

Sub Category: Outbound Sales

Parameters: Price

Parameters Operators Constants For Total Cost

None Selected

Verify formula here:

Save Clear Copy Formula Paste Formula Backspace

Previous < Next >

Parameter	Formula
Price	
Training	Training*Training hours-outbound/Total hours-outbound
Vol. Disc. @ \$10M	(-Vol.Disc. @ \$10M*Price)
Vol. Disc. @ \$5M	(-Vol.Disc. @ \$5M*Price)

Previous < Next >

120

FIG. 19B

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Define Formulae

Previous < Next >

Auction Name: Copiers & Printers-test

Category: Printers

Sub Category: Laser Printers

Parameters: Toner Cost Per Page

Parameters Operators Constants For Total Cost

None Selected

Verify formula here: Toner Cost Per Page * Number of Pgs/Yr/Printer

Save Clear Copy Formula Paste Formula Backspace

Parameter	Formula
Transportation Cost	
Warranty Cost	
Price	
Toner Cost Per Page	Toner Cost Per Page * Number of Pgs/Yr/Printer

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

120

FIG. 20A

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://199.182.139.18:8080/serlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind

Links

ATKEARNEY

CAS3 MANAGEMENT

Define Formulae

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Previous <

Next >

Auction Name: Tires 12/16/99

Category: Tires 1

Sub Category: Tire X

Parameters: Treadlife

Parameters Operators Constants For Total Cost

None Selected

None Selected

Verify formula here:

Total Miles / Treadlife * Price

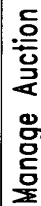
Save Clear Copy Formula Paste Formula Backspace

Previous < Next >

Parameter	Formula
Price	
Treadlife	Total Miles / Treadlife * Price

120

FIG. 20B



Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servel/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Assign Reports

Auction Name: Copiers & Printers-test

REPORTS:

Module	Buyer		Supplier	
	Normal	View Only	Normal	View Only
Bids And Quartiles Crosstab	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bids Percentage Change Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Best Bids Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bid History Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rank Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bid Counts Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bid Activity Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bids Over Time Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Overall Movement Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

GRAPHS:

Module	Buyer		Supplier	
	Normal	View Only	Normal	View Only
Best Savings Pie Chart	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Baseline High Low	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Savings by Supplier	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Percentage Savings for Subcategory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Previous < Next >

Select All

Select All

120

FIG. 21A

[illegible]

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/serlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY

CAS3 MANAGEMENT

Send Auction Notice

Auction Names: Copiers & Printers-test

Auction Name

Copiers & Printers-test

Description

Copy of Demo 12/16/99, with different total cost-cf

RFP No

12345

Start Time

12-16-1999 11:00 PM GMT

You will log on to Auction at http://199.182.139.18:8080/serlet/com.itsprojects.atkearney.cas3.gen2.Login

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Previous

Send Auction Notice

Category

Sub Category

B&W 100 Pgs Per Minute

Supplier

Price(Down)

9,500.00

[\$ per unit]

Sorter(Down)

150.00

[\$ per unit]

Operating Cost

Per Page(Down)

0.05[\$ per page]

Maint. Cost Per

Page(Down)

0.05[\$ per page]

Color

Supplier

Price(Down)

15,000.00

[\$ per unit]

Operating Cost Per Page(Down)

0.18[\$ per page]

Maint. Cost Per

Page(Down)

0.07[\$ per page]

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind

Links

ATKEARNEY

CAS3 MANAGEMENT

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameters

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Auction Names: Telemarketing 3-12/16/99

Auction Name Telemarketing 3-12/16/99

Description Telemarketing services

RFP No 1

Start Time 12-17-1999 01:20 AM GMT

You will log on to Auction at http://199.182.139.18:8080/servlet/com.itsprojects.

Auction For mark.com

800 No 123

End Time 12-17-1999 04:00 AM GMT

Send Auction Notice

Category Telemarketing

Sub Category Inbound sales

Supplier	Price(Down) 23.50[\$/Hr]	Training(Down) 14.50[\$/Hr]	Vol. Disc. @ \$5M(Up) 0.00[%]	Vol. Disc. @ \$10M(Up) 0.00[%]
Girvan Co (incumbent)	23.50	14.50	0.00	0.00
King Co	22.50	15.00	0.05	0.10

Sub Category Outbound sales

Supplier	Price(Down) 23.50[\$/Hr]	Training(Down) 14.50[\$/Hr]	Vol. Disc. @ \$5M(Up) 0.00[%]	Vol. Disc. @ \$10M(Up) 0.00[%]
Girvan Co (incumbent)	23.50	14.50	0.00	0.00
King Co	22.50	15.00	0.05	0.10

Send Auction Notice

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FIG. 22B

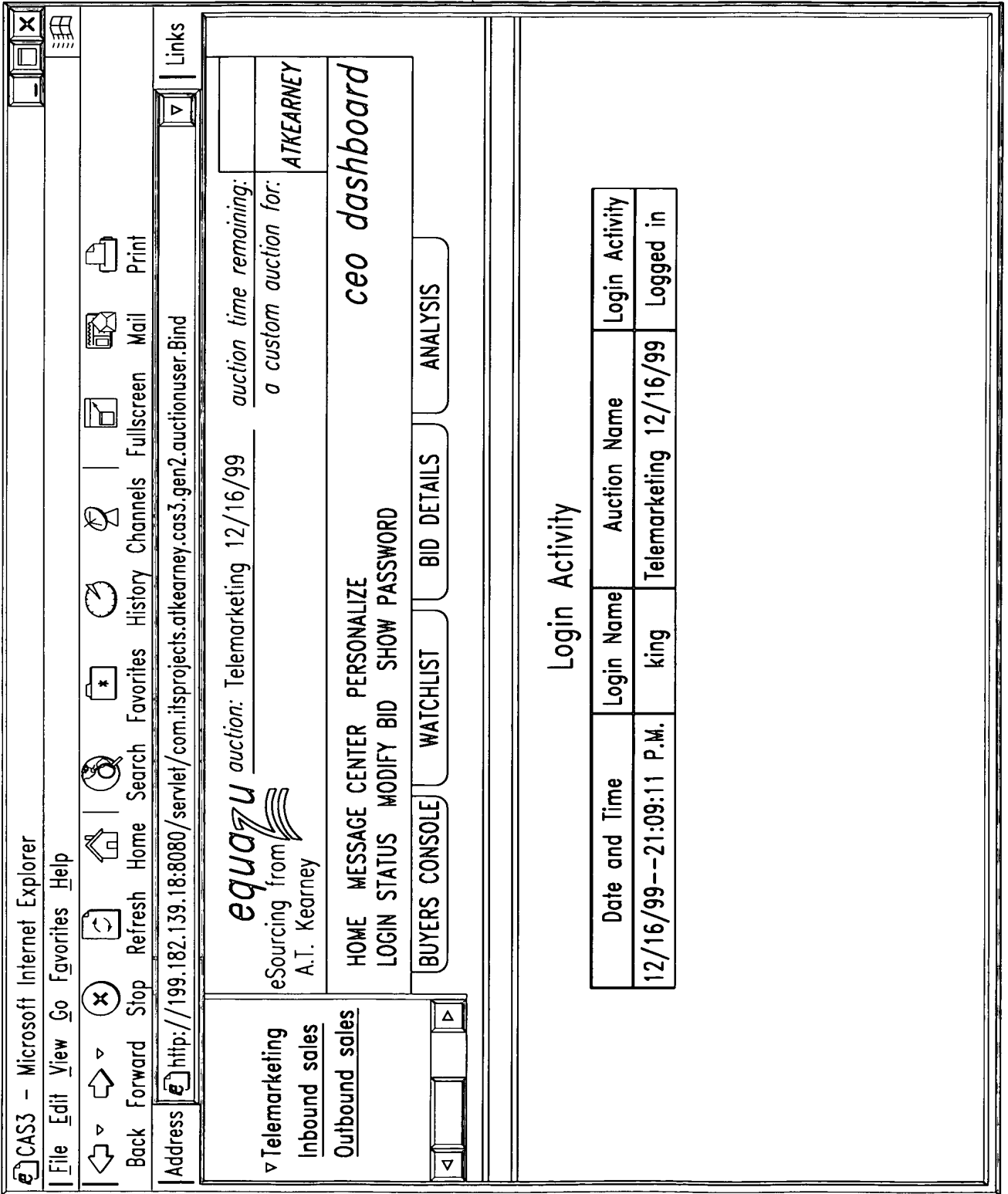


FIG. 23

CAS3 - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind> Links

equa7u

eSourcing from
A.T. Kearney

HOME MESSAGE CENTER PERSONALIZE

LOGIN STATUS MODIFY BID SHOW PASSWORD

CEO DASHBOARD WATCHLIST

BID DETAILS ANALYSIS

Telemarketing

Inbound sales

Outbound sales

auction: Telemarketing 3-12/16/99

auction time remaining:

a custom auction for:

ATKEARNEY

buyers console

Category

Telemarketing

Start Time

12/16/1999 08:20 PM

End Time

12/16/1999 11:00 PM

Parameters of the SubCategory:

Inbound sales

Mark to include	Parameter name	Formula
<input checked="" type="checkbox"/>	Price	
<input checked="" type="checkbox"/>	Training	Training*Training hours-inbound/Total hours-inbound
<input checked="" type="checkbox"/>	Vol. Disc. @ \$5M	(-Vol. Disc. @ \$5M*Price)
<input checked="" type="checkbox"/>	Vol. Disc. @ \$10M	(-Vol. Disc. @ \$10M*Price)

Save

125

FIG. 23A

126

CAS3 - Microsoft Internet Explorer
File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind Links

eSourcing from A.T. Kearney
 auction: Telemarketing 2-12/16/99 auction time remaining: 00003:29:26
 supplier: King Co.
 a custom auction for: ATKEARNEY

HOME MESSAGE CENTER PERSONALIZE bid details

ANALYSIS

Please Some Bid for Category Telemarketing

Category Telemarketing

Start Time 12/16/1999 04:20 PM End Time 12/16/1999 11:00 PM

Sub-category	Parameters	Best Bid	Current Bid	Enter New Bid
Inbound sales	Price [\$/Hr]	22.50	22.50	<input type="text"/>
	Training [\$/Hr]	14.50	15.00	<input type="text"/>
	Vol. Disc @ \$5M [%]	0.05	0.05	<input type="text"/>
	Vol. Disc @ \$10M [%]	0.10	0.10	<input type="text"/>

Submit Reset


Sub-category	Parameters	Best Bid	Current Bid	Enter New Bid
Outbound sales	Price [\$/Hr]	22.50	22.50	<input type="text"/>

CAS3 - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind Links



eQuazar

eSourcing from
A.T. Kearney

Telemarketing
Inbound sales
Outbound sales

HOME MESSAGE CENTER PERSONALIZE ANALYSIS

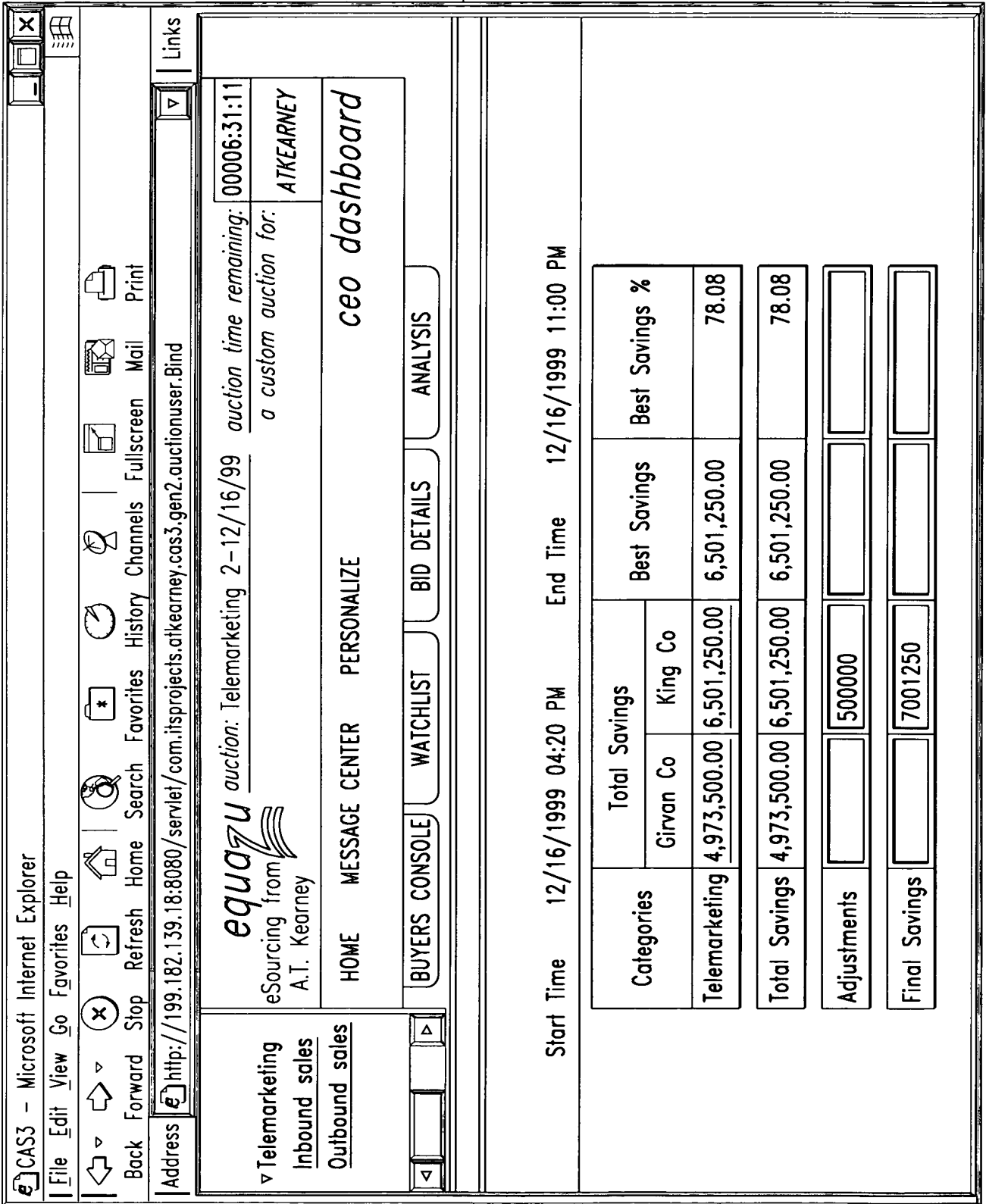
auction: Telemarketing 2-12/16/99 auction time remaining: 00003:28:23
a custom auction for: ATKEARNEY

bid details

Sub-category	Parameters	Best Bid	Current Bid	Enter New Bid
Outbound sales	Price [\$/Hr]	22.50	22.50	
	Training [\$/Hr]	14.50	15.00	
	Vol. Disc. @ \$5M [%]	0.05	0.05	
	Vol. Disc. @ \$10M [%]	0.10	0.10	

Submit Reset

FIG. 25B



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FIG. 26

<p>CAS3 - Microsoft Internet Explorer</p> <p>File Edit View Go Favorites Help</p> <p>Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print</p> <p>Address http://199.182.139.18:8080/servlet/com.itprojects.atkearney.cas3.gen2.auctionuser.Bind Links</p>									
<p>eQuator</p> <p>eSourcing from A.T. Kearney</p>			<p>auction: Telemarketing 2-12/16/99 auction time remaining: 00006:29:33</p> <p>a custom auction for: ATKEARNEY</p>						
HOME MESSAGE CENTER PERSONALIZE			<i>watchlist</i>						
CEO DASHBOARD BUYERS CONSOLE BID DETAILS ANALYSIS									
<p>Category Telemarketing</p> <p>Start Time 12/16/1999 04:20 PM End Time 12/16/1999 11:00 PM</p>									
Sub Category		Inbound sales		Baseline Total Cost		Quantity		150,000	
Supplier	Price [\$/Hr]	Total Cost [\$/Hr]	Savings [\$/Hr]	Savings [%]	Total Volume Cost [\$ /Hr]	Total Volume Savings [\$/Hr]	Switching Cost [\$/Hr]		
Girvan Co	23.50	23.69	14.31	60.38	3,554,000.00	2,146,000.00	0.00		
King Co	22.50	19.32	18.68	96.64	2,898,750.00	2,801,250.00	5,000.00		

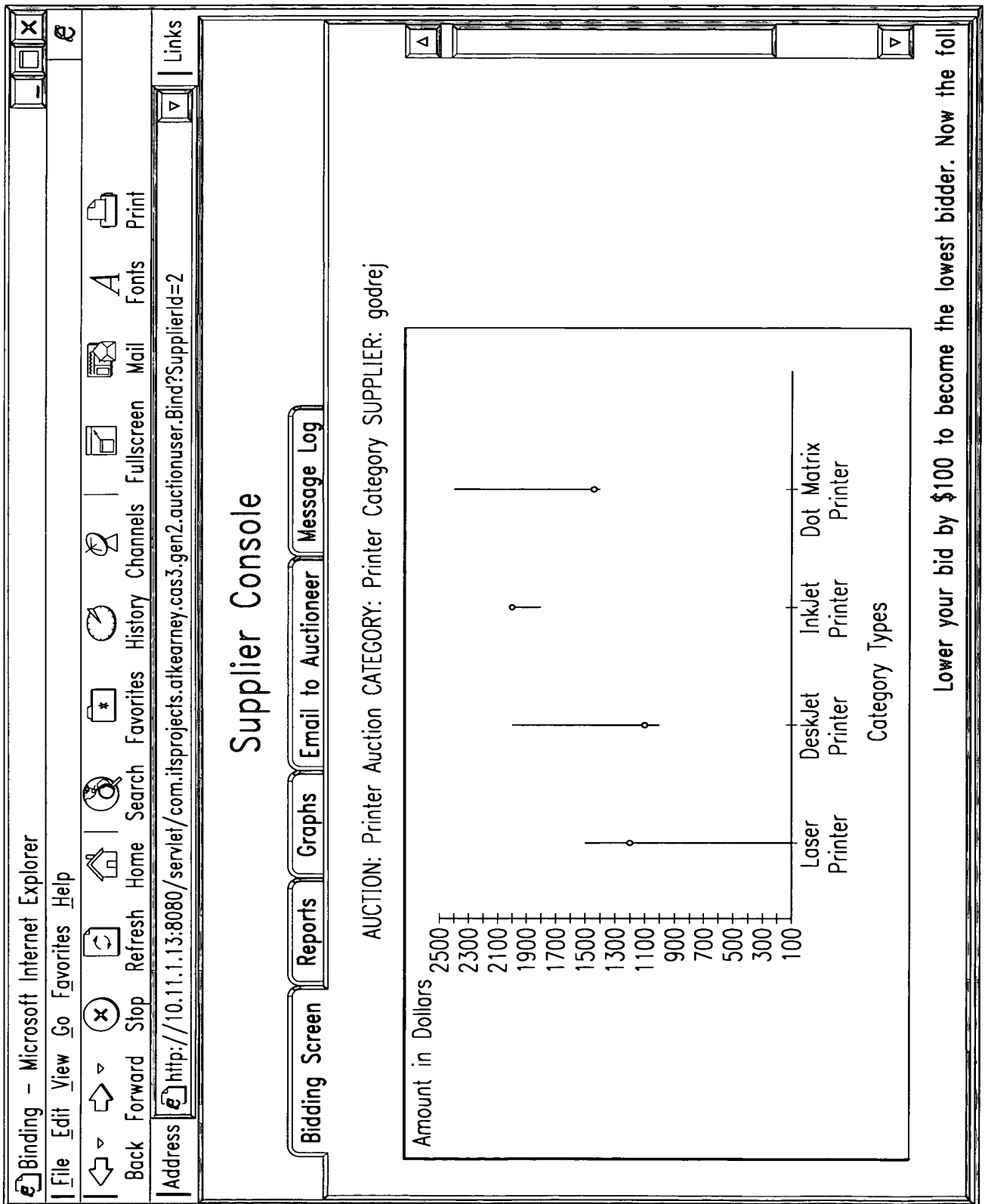


FIG. 28

FIG. 29

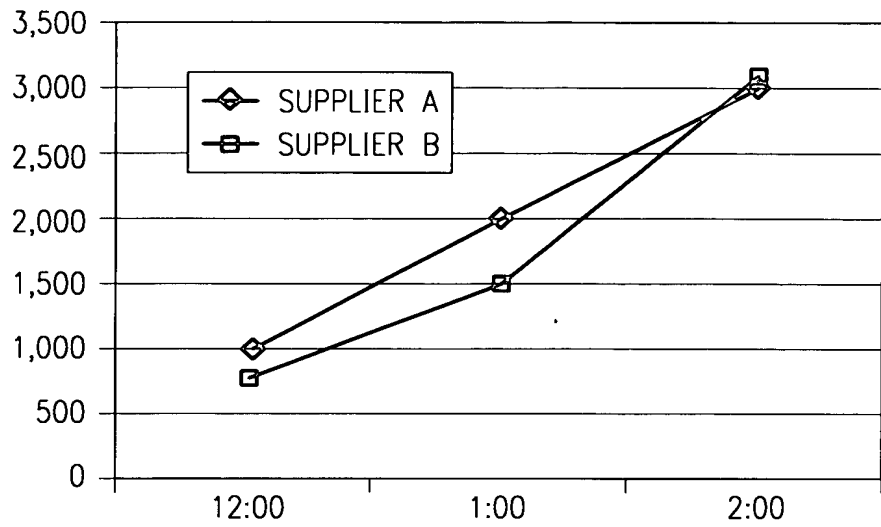


FIG. 30

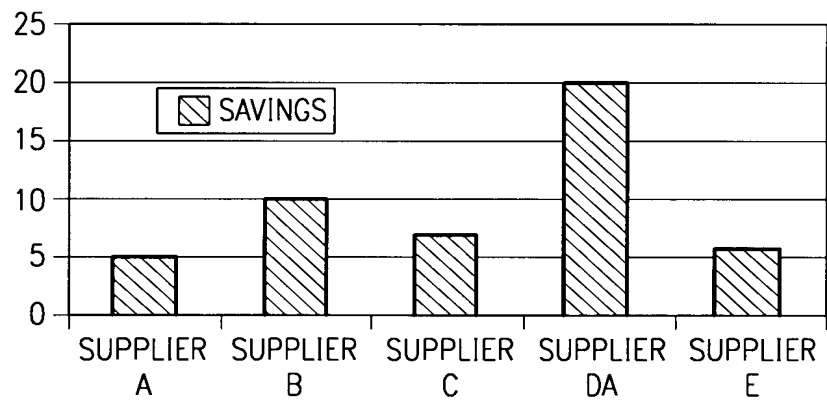
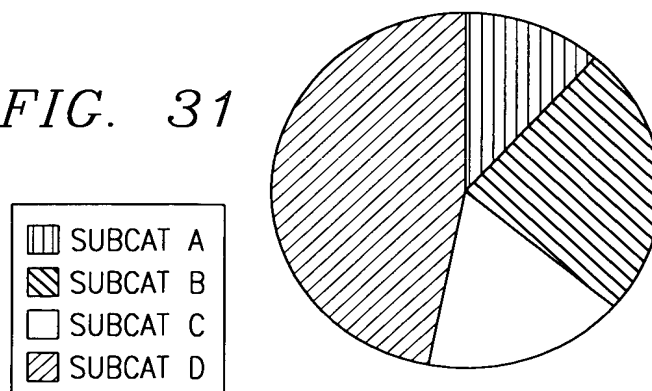


FIG. 31



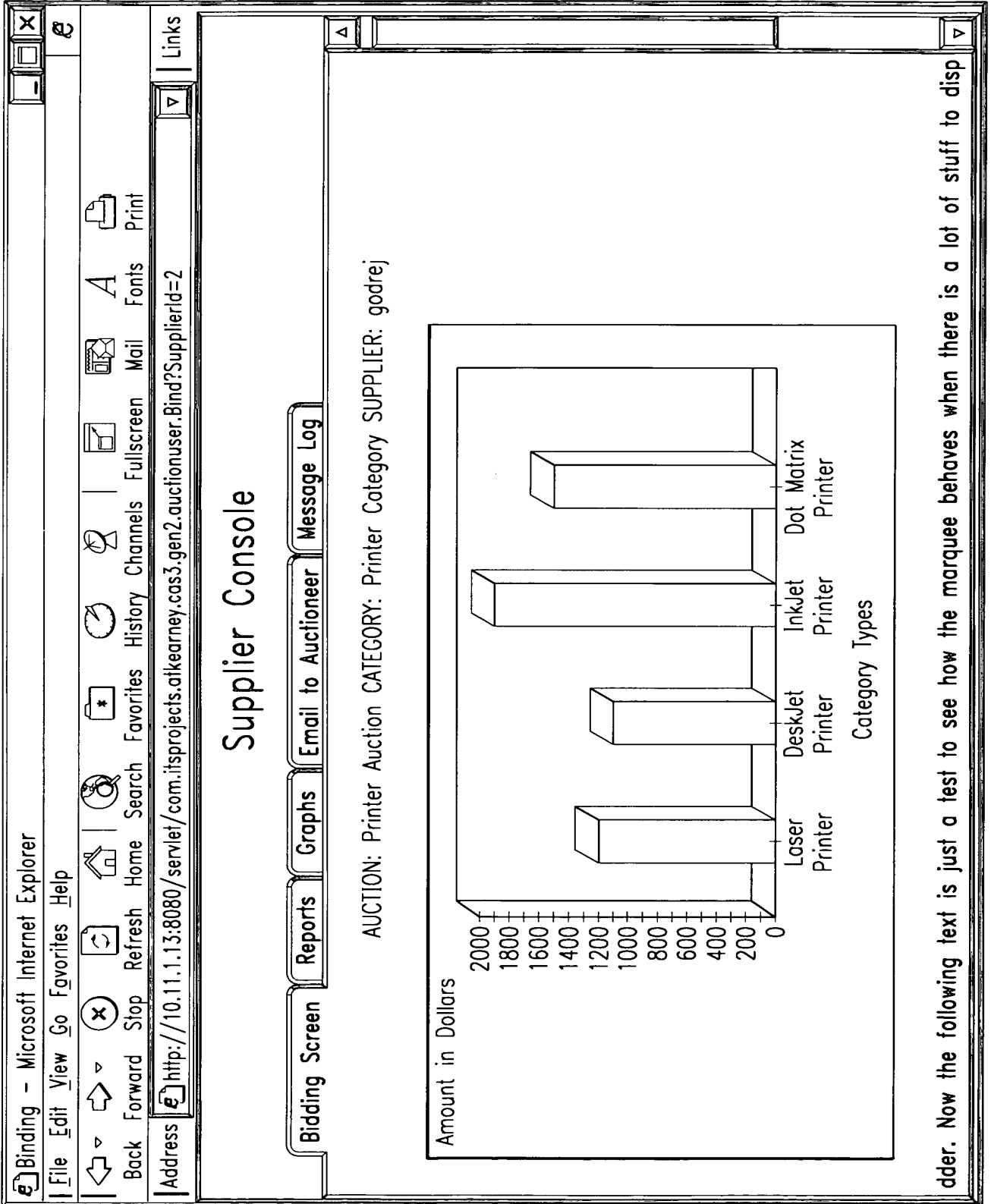


FIG. 32

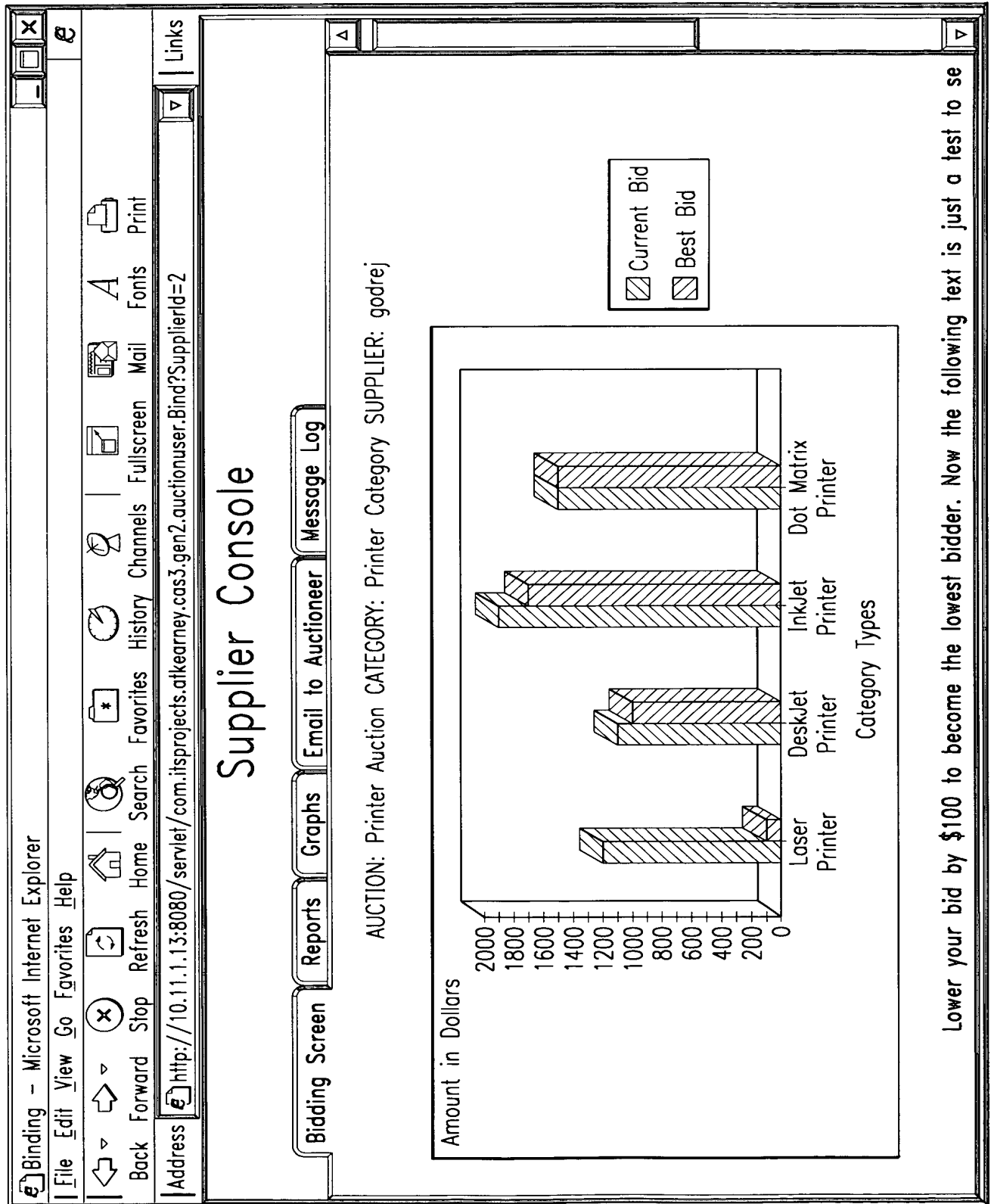
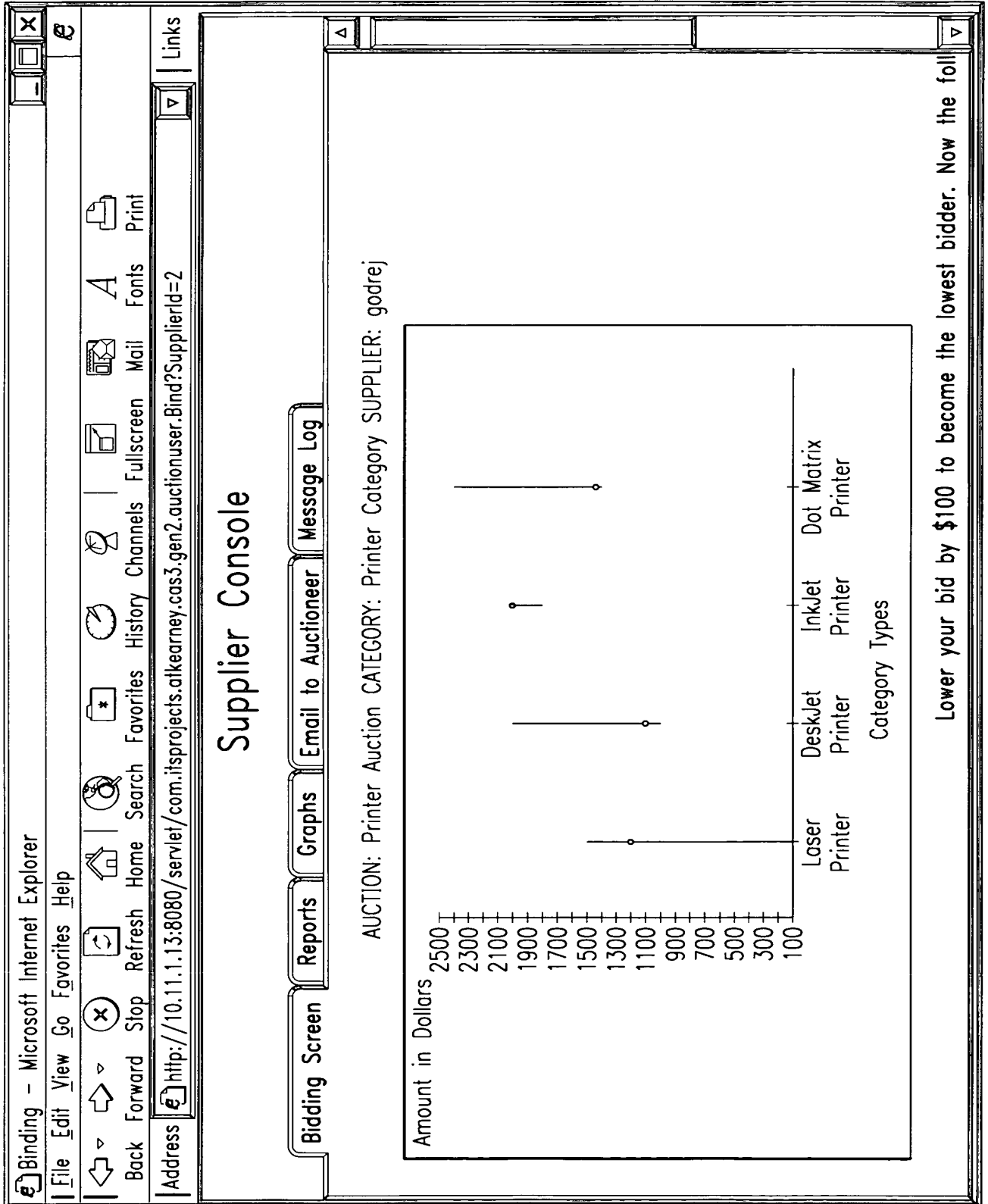


FIG. 33

FIG. 34



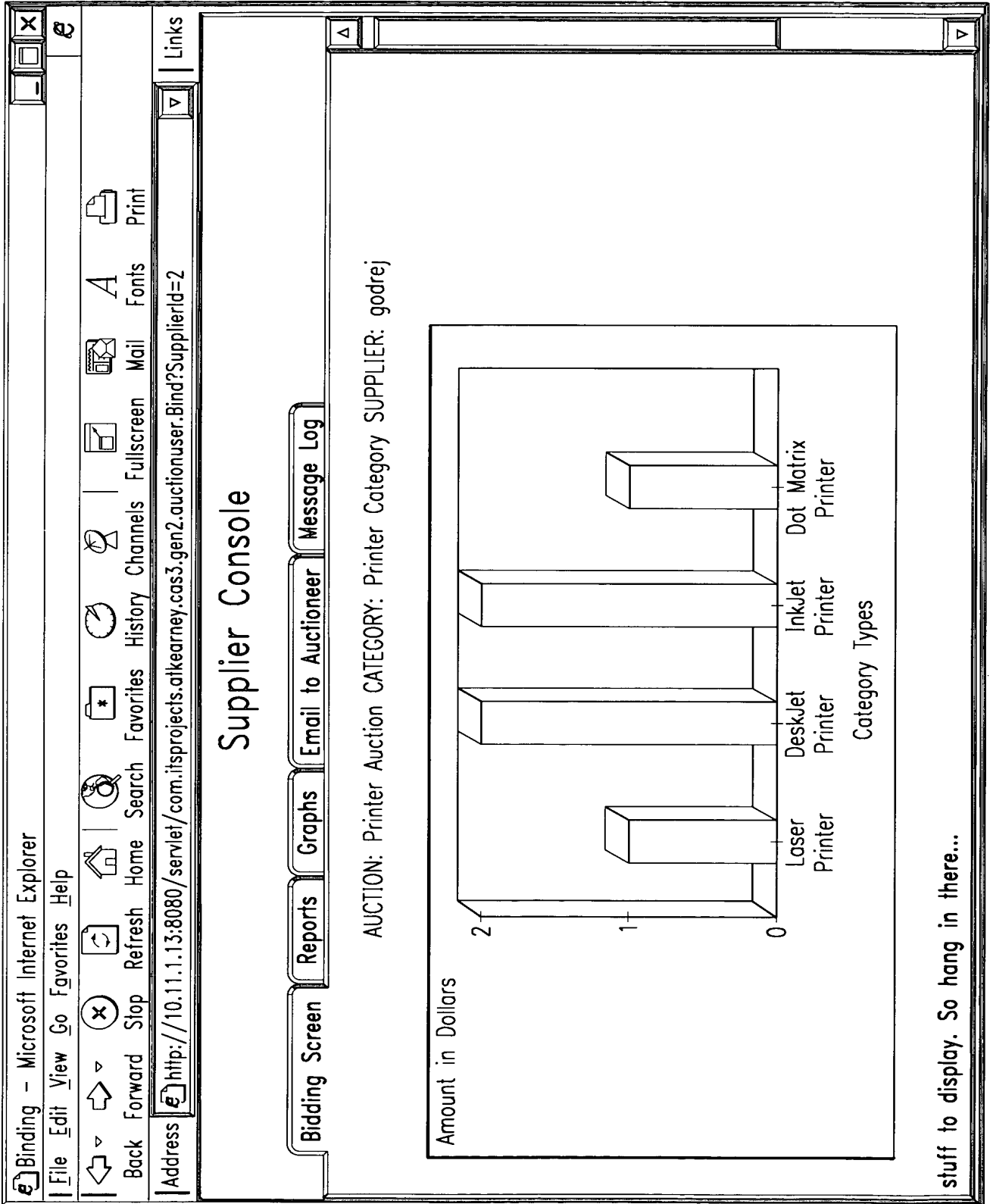


FIG. 35

